1984 Training and Development Journal Index

Author Index

Adler, Peters
Balancing Act of Mediation Training, The July/54
Albert, Michael
Thawing Out your Management Culture Feb/22
Aplander, Guvene G.
Synetgism of OD and Supervisory Development, The Mar/26
Amaya, Tadashi
Vital Work Plase: Small Group Activities in Japan, The Oct/31
Anderson, James G.
When Leaders Develop Themselves June/18
Armistead, Colin
How Useful Are Case Studies? Feb/75

Baer, Donald M.
Evaluation: The Bottom Line Is Closer Than You Think Aug/32
Baird, Lloyd
Strategic Human Resource Management: Implications for Training Human Resource Professionals Jan/76
Bardsley, Carolyn A
Hooking Management on Career Development Dec/76
Baxter, Patricia
Bring Your Computer Training Manuals Down to Earth Sept/54
Belcher, Forrest
How Master Trainers Get That Way May/73
Bell, Chip
Building a Reputation for Training Effectiveness May/50
Bellman, Geoffrey M.
What Do We Need to Know About a Group Before Designing Training For It? Sept/16
Bennett, Barbara
Proving Our Worth: The Training Value Model Oct/81
Bennis, Warren
Four Competencies of Leadership, The Aug/14
Berlew, David E.
Power Failure in Organizations, The Jan/34
Birnbrauer, Herman
Flexing the Muscles of Technical Leadership Sept/48
Blake, Robert R.
Principles and Design for Enhancing Learning Dec/60
Blanchard, Kenneth H.
One Minute Manager is an Androgynous Manager, The May/82
Booher, Diana
Writing More But Enjoying It Less? Nov/48
Bové, Robert
Coping with a New CEO: Tips for the Training Director Apr/44
On A Wing and a Prayer Nov/52
Reach Out and Train Someone July/27
Visual Magic July/42
Boyd, Warren A.
Beyond User Friendly Dec/37
Bradford, David L.
Postheroic Leader, The Jan/40
Bramlette, Jr., Carl A.
Free to Change Mar/32
Brinkerhoff, David W.
Nine Questions to Answer Before Making an HRD Career Move May/70
Broomfield, Terry K.
What's Different About Training Volunteers? July/20
Buckner, Marilyn
How Do Senior HRD Professionals Become Computer Literate? May/18
Bucalo, John P.
Operational Approach to Needs Analysis, An Dec/80
Burack, Elmer H.
Sphinx's Riddle: Life and Career Cycles, The Apr/52
Burke, W. Warner
Improve Your OD Project's Chances for Success Sept/62
Burns, Sandra K.
When Training is the Law Oct/29

Caffarella, Rosemary S.
Managing Conflict: An Analytical Tool Feb/34
Caple, Derek
Training and Technical Manuals Can Be One-And the Same Jan/74
Carkhuff, Robert R.
Ascendance of HRD in the Information Age, The Feb/50
Shift to HRD-Driven Economic Growth, The Oct/77
Casey, Herbert B.
Training and Technical Manuals Can Be One-And the Same Jan/74
Casey, John J.
Trainability Diagnosis: A Humanistic Approach to Selection Dec/89
Cherry, Charles L.
Solve Business Writing Problems-One, Two, Three May/100
Christensen, Donna R.
Management Training: Managers Can Do it All-Or Almost All May/87
Church, Linda
What's Different About Training Volunteers? July/20
Clark, Lawrence P.
Improve Your OD Project's Chances for Success Sept/62
Cohen, Allen R.
Postheroic Leader, The Jan/40
Cohen, Stephen L.
Using Simulations to Improve Selection Decisions Dec/85
Condon, Mary
Fly the Safe Skies-and Thank Training Sept/24
Ins and Outs of Displacement, The Feb/60
Conger, George W.
Industrial Operator Training: Harvesting Content Sept/60
Cooke, Adele
Giving Documentation Its Due Aug/64
Copeland, Lennie
Cross-Cultural Training Today Oct/23
Corcoran, Kevin J.
How Are Bank Trainers Creating Sales Cultures? Nov/24
Cox, Allan
HRD Takes Its Place in the Executive Suite Sept/81
Cully, Fred R.
Career Planning for High-Potential Upper Level Managers Apr/81
Cummings, David L.
Trainers, Take Your Own Advice Sept/42

Dailey, Nancy
Adult Learning and Organizations Dec/64
Davies, Ivor K.
Fitting the Media Key to Instruction Dec/22
Del Gaizo, Edward
Maximize the Return on Your Training Investment Through Needs Analysis Aug/42
Proof that Supervisory Training Works! Mar/30
Desatnick, Robert L
What Makes the Human Resource Function Successful? Feb/40
Dowling, Kenneth J.
Selecting a University-Based Executive Education Program June/31
Dunston, Catherine
How Are Bank Trainers Creating Sales Cultures? Nov/22
Durkee, Richard L.
What is Training's Role in Designing Computerized Work Systems? ... Mar/18

Eckelman, Georgia
What Kind of Management Development Improves Productivity? Jan/17
Eldridge, John R.
Beyond User Friendly Dec/36
Evans, Kay
When to Use Cognitive Modeling Mar/67

1984 Training and Development Journal Index

Author Index

Adler, Peters
Balancing Act of Mediation Training, The July/54
Albert, Michael
Thawing Out your Management Culture Feb/22
Aplander, Guvene G.
Synetgism of OD and Supervisory Development, The Mar/26
Amaya, Tadashi
Vital Work Plase: Small Group Activities in Japan, The Oct/31
Anderson, James G.
When Leaders Develop Themselves June/18
Armistead, Colin
How Useful Are Case Studies? Feb/75

Baer, Donald M.
Evaluation: The Bottom Line Is Closer Than You Think Aug/32
Baird, Lloyd
Strategic Human Resource Management: Implications for Training Human Resource Professionals Jan/76
Bardsley, Carolyn A
Hooking Management on Career Development Dec/76
Baxter, Patricia
Bring Your Computer Training Manuals Down to Earth Sept/54
Belcher, Forrest
How Master Trainers Get That Way May/73
Bell, Chip
Building a Reputation for Training Effectiveness May/50
Bellman, Geoffrey M.
What Do We Need to Know About a Group Before Designing Training For It? Sept/16
Bennett, Barbara
Proving Our Worth: The Training Value Model Oct/81
Bennis, Warren
Four Competencies of Leadership, The Aug/14
Berlew, David E.
Power Failure in Organizations, The Jan/34
Birnbrauer, Herman
Flexing the Muscles of Technical Leadership Sept/48
Blake, Robert R.
Principles and Design for Enhancing Learning Dec/60
Blanchard, Kenneth H.
One Minute Manager is an Androgynous Manager, The May/82
Booher, Diana
Writing More But Enjoying It Less? Nov/48
Bové, Robert
Coping with a New CEO: Tips for the Training Director Apr/44
On A Wing and a Prayer Nov/52
Reach Out and Train Someone July/27
Visual Magic July/42
Boyd, Warren A.
Beyond User Friendly Dec/37
Bradford, David L.
Postheroic Leader, The Jan/40
Bramlette, Jr., Carl A.
Free to Change Mar/32
Brinkerhoff, David W.
Nine Questions to Answer Before Making an HRD Career Move May/70
Broomfield, Terry K.
What's Different About Training Volunteers? July/20
Buckner, Marilyn
How Do Senior HRD Professionals Become Computer Literate? May/18
Bucalo, John P.
Operational Approach to Needs Analysis, An Dec/80
Burack, Elmer H.
Sphinx's Riddle: Life and Career Cycles, The Apr/52
Burke, W. Warner
Improve Your OD Project's Chances for Success Sept/62
Burns, Sandra K.
When Training is the Law Oct/29

Caffarella, Rosemary S.
Managing Conflict: An Analytical Tool Feb/34
Caple, Derek
Training and Technical Manuals Can Be One-And the Same Jan/74
Carkhuff, Robert R.
Ascendance of HRD in the Information Age, The Feb/50
Shift to HRD-Driven Economic Growth, The Oct/77
Casey, Herbert B.
Training and Technical Manuals Can Be One-And the Same Jan/74
Casey, John J.
Trainability Diagnosis: A Humanistic Approach to Selection Dec/89
Cherry, Charles L.
Solve Business Writing Problems-One, Two, Three May/100
Christensen, Donna R.
Management Training: Managers Can Do it All-Or Almost All May/87
Church, Linda
What's Different About Training Volunteers? July/20
Clark, Lawrence P.
Improve Your OD Project's Chances for Success Sept/62
Cohen, Allen R.
Postheroic Leader, The Jan/40
Cohen, Stephen L.
Using Simulations to Improve Selection Decisions Dec/85
Condon, Mary
Fly the Safe Skies-and Thank Training Sept/24
Ins and Outs of Displacement, The Feb/60
Conger, George W.
Industrial Operator Training: Harvesting Content Sept/60
Cooke, Adele
Giving Documentation Its Due Aug/64
Copeland, Lennie
Cross-Cultural Training Today Oct/23
Corcoran, Kevin J.
How Are Bank Trainers Creating Sales Cultures? Nov/24
Cox, Allan
HRD Takes Its Place in the Executive Suite Sept/81
Cully, Fred R.
Career Planning for High-Potential Upper Level Managers Apr/81
Cummings, David L.
Trainers, Take Your Own Advice Sept/42

Dailey, Nancy
Adult Learning and Organizations Dec/64
Davies, Ivor K.
Fitting the Media Key to Instruction Dec/22
Del Gaizo, Edward
Maximize the Return on Your Training Investment Through Needs Analysis Aug/42
Proof that Supervisory Training Works! Mar/30
Desatnick, Robert L
What Makes the Human Resource Function Successful? Feb/40
Dowling, Kenneth J.
Selecting a University-Based Executive Education Program June/31
Dunston, Catherine
How Are Bank Trainers Creating Sales Cultures? Nov/22
Durkee, Richard L.
What is Training's Role in Designing Computerized Work Systems? ... Mar/18

Eckelman, Georgia
What Kind of Management Development Improves Productivity? Jan/17
Eldridge, John R.
Beyond User Friendly Dec/36
Evans, Kay
When to Use Cognitive Modeling Mar/67

Faris, John P.
How to Use Films in Training May/108
Farren, Caela
Whose Career Is It, Anyway? May/112
Finkel, Coleman
Where Learning Happens Apr/32
Finlay, Joel S.
Diagnose Your HRD Problems Away Aug/50
Finn, William T.
Keep Your Eye on the Sales Training Manager July/65
Fitzgerald, Louise F.
Myths and Realities of Women in Organizations, The Apr/65
Forrest, David
Self-Destructive HRD Dec/52
Frank, Allen D.
Can Water Flow Uphill? May/118
Freedman, Stuart C.
Attribution Theory and Management Education Nov/95

Galagan, Patricia
Adamic Act, The June/4
All These Women Nov/4
Deplore Apr/4
Developmental Fluff Dec/4
Fallible Future, The Jan/4
Hands On, mind On May/4
Howdy, Partner Nov/7
More Perfect Eyes Sept/4
No Sweat Training Oct/4
Power Seen From Afar, A Feb/4
Real Leaders Revisited Mar/4
Staying Alive: Jack Grayson on the American Productivity Crisis Jan/58
Trainer in the Machine, The July/4
Work and Its Discontents Aug/4
Garen, Margo E.
Office Automation: The Human Side Mar/22
Gentilman, Ruth
Inner Professional Development ... May/24
Georgenson, Dave
Maximize the Return on Your Training Investment Through Needs Analysis Aug/42
Grillot, Thomas A.
Computer-Based Industrial Training Nov/28
Gladwin, Lee A.
Impact of Artificial Intelligence on Training, The Dec/46
Govaerts, Kenneth C.
Computer-Based Industrial Training: A Primer Nov/28
Graham, Kenneth R.
B.E.O.C. (Big Executives on Campus) June/28
Griffin, Jean Thomas
Empowering Nonprofessional Employees Apr/76
Griswold, David F.
Proving Our Worth: The Training Value Model Oct/81
Groff, David A.
What Kind of Management Development Improves Productivity? Jan/17
Grossman, Stephen R.
Brainstorming Updated Feb/84
Releasing Problem Solving Energies May/94
Guilmette, Harris
Competitive Benchmarking: A New Concept for Training Feb/70
Gump, Frank H.
Using Simulations to Improve Selection Decisions Dec/85

Hall, Douglas T.
Demotions and Career Growth Apr/62
Hall, James L.
Will Your Workers Sing the Company Song? July/68
Hall-Sheehy, James
DP and HRD: Shake Hands and Come Out Training July/38
Hallstein, Richard W.
How Are Bank Trainers Creating Sales Cultures? Nov/18
Hanson, Marlys C.
Career Development: 1984 ..... Apr/51
Harmon, Paul
When to use Cognitive Modeling Mar/67
Hartenstein, Annette
Values: The Cornerstone of QWL Oct/65
Hays, Richard D.
To Market, To Market June/61
Hickingbottom-Brown, Barbara
Congress Needs a Piece of Your Mind June/50
Increasing Your Artificial Intelligence Quotient Jan/68
Hillelsohn, Michael J.
How and Why (and Why Not) We Use Computer-Based Training Jan/21
How to Think About CBT Dec/42
Hoffman, Nan
Compleat Entrepreneur, The June/43
Holden, Stanley J.
Science of Developing Technical Training, The Sept/34
Hornstein, Harvey A.
Consultraining: Merging Management Education with Organization Development Jan/52
Houser, Henry F.
Training Starts with an All-Star Team Aug/60
Hoyt, Kenneth B.
Getting to Work Sept/71
Huddleston, Kenneth F.
Values: The Cornerstone of QWL . Oct/65
Hutcheson, Peggy
Mining the Future Nov/66

Isabella, Lynn
Demotions and Career Growth Apr/62

Jacobs, Andrew S.
No Scriptwriting Dec/48
Johnston, William P.
HRD: The Heart of Third World Economic Development Oct/36
Jones, Jr., Edward E.
Training for Changes: Guidelines for the New Practitioner Oct/73
Jones, Kenneth H.
Don't Learn to Parachute in a Cognitive Mode Mar/54
Jones, Pam
Whose Career Is It, Anyway? May/112

Kahnweiler, Jennifer B.
Back to the Campus: Career Development in an Academic Setting Aug/54
Kanter, Rosabeth Moss
Change Masters, The Apr/39
Karp, H.B.
Working with Resistance Mar/69
Katz, Toby
Hostile Audience. Proceed with Caution! Feb/78
Kaye, Beverly
Whose Career Is It, Anyway? May/112
Kearsley, Greg
How and Why (and Why Not) We Use Computer-Based Training Jan/21
Kelley, Ann I.
Evaluation: The Bottom Line Is Closer Than You Think Aug/32
Kelly, Charles M.
Reasonable Performance Appraisals Jan/79
Kelly, Leslie
Small Business's Big Transition Needs June/36
Kindler, Herbert S.
Time Out For Stress Management Training June/64
King, Patricia
How to Prepare for a Performance Appraisal Interview Feb/66
Kinlaw, Dennis C.
Management Training: Managers Can Do It All-Or Almost All May/87
Kirkpatrick, Donald L.
Two Ways to Evaluate Your Performance Appraisal System Aug/38
Kleiman, Marcia P.
Turning Career Development Lip Service Into Action Apr/78
Klema, Carolyn
Training and Technical Manuals Can Be One-And the Same Jan/74
Koopman, Cheryl
Improve Your OD Project's Chances for Success Sept/62
Kopperl, Susan
Are Your Trainees Willing? May/30
Kriegel, Marilyn Harris
C Zone: Peak Performance Under Pressure, The Nov/79
Kriegel, Robert
C Zone: Peak Performance Under Pressure, The Nov/79

Kung, Edward Y.
Teletraining Applied July/27

Laird, Dugan
How Master Trainers Get That Way May/73
Lean, Elizabeth
Color Me Training Mar/42
Leibowitz, Zandy
Whose Career Is It, Anyway? May/112
Leidecker, Joel K.
Reach Out and Train Someone July/26
Will Your Workers Sing the Company Song? July/68
Leventhal, Robert B.
Working Hard to Make QWL Look Easy June/59
Long, Janet W.
Wilderness Lab, The May/58
Long, Kathleen
Designing a Dual-Career Marriage Seminar Oct/87
Long, Richard P.
Designing a Dual-Career Marriage Seminar Oct/87
Lyday, Nancy L.
Design is What Counts in Computer-Based Training July/40

Macher, Ken
Problems Need Solutions, Not Programs Oct/52
Mackenzie, Fred T.
Consultraining: Merging Management Education with Organization Development Jan/52
Mahoney, Francis X
Design is What Counts in Computer-Based Training July/40
Margulies, Newton
Politics of Organization Development Aug/20
Martin, Jody
What is Training's Role in Designing Computerized Work Systems? Mar/18
McCullough, John M.
To Measure a Vacuum June/68
McDermott, Lynda C.
Many Faces of the OD Professional, The Feb/14
McEnerny, Jean M.
Professionals Are Important, Career-Minded People Too! Dec/72
McEnerny, John J.
Professionals Are Important, Career-Minded People Too! Dec/72
McInerny, Diane
How Do Senior HRD Professionals Become Computer Literate? May/18
McLagan, Patricia A.
What Do We Have to Know About a Group Before Designing Training for it? Sept/16
Medlin, Steven
How Do Senior HRD Professionals Become Computer Literate? May/18
Meier, David
Imagine That May/26
Meshoulam, Ilan
Strategic Human Resource Management: Implications for Training Human Resource Professionals Jan/76
Mitchell, Jr., William S.
Wanted: Professional Management Training Needs Analysis Oct/68
What Kind of Management Development Improves Productivity Jan/17
Moore, Elizabeth Randall
Competency-Based Evaluation Nov/92
Mouton, Jane Srygley
Principles and Design for Enhancing Learning Dec/60
Murphy, George D.
Solve Business Writing Problems-One, Two, Three May/100
Muller, David G.
Effective Speaking: A Basic Takes the Limelight May/102

Nadler, Leonard
International Scene, The Oct/20
Newman, Betsy
Expediency as Benefactor: How Team Building Saves Time and Gets the Job Done Feb/26
Nickerson, Stephanie
Empowering Nonprofessional Employees Apr/76

Orgel, Robert F.
Evaluation: The Bottom Line Is Closer Than You Think Aug/32
Orr, Jeff
What's Different About Training Volunteers? July/18
Otte, Fred L.
Career Planning for High-Potential Upper Level Managers Apr/81

Packer, Arnold
Uncle Sam Wants to Help You Train! June/56
Park, Rosemarie J.
Overcoming the Illiteracy Barrier Mar/76
Parry, Scott B.
Uneasy Look at Behavior Modeling, An Mar/57
What Do We need to Know About a Group Before Designing Training for it? Sept/16
Posner, Barry Z.
Will Your Workers Sing the Company Song? July/68

Rado, Russell N.
Teletraining Applied July/27
Raia, Anthony P.
Politics of Organization Development, The Aug/20
Raskin-Young, Karen
Career Counseling in a Large Organization Aug/57
Reich, Leah R.
Uneasy Look at Behavior Modeling, An Mar/57
Reinhart, Carlene
Competitive Benchmarking: A New Concept for Training Feb/70
Remick, Kathryn
Whose Career Is It, Anyway? May/112
Reynolds, Angus S.
How to Attend a Professional Conference Like a Professional ... Apr/86
Richards, Bob
White-Collar Quality Circles and Productivity Oct/92
Roberts, Don
Inside Story Oct/26
Robinson, Ann Durrum
What You See is What You Get May/34
Robinson, Dana Gaines
To Leap or Slide: The Transition from Internal to External Consultant May/40
Rosen, Robert H.
Picture of Health in the Work Place, The Aug/24
Rosenbaum, Bernard L.
Back to Behavior Modeling Nov/88
Rosenbaum, Patricia L.
Meeting Needs and Expectations in Training Transportation Managers Jan/83
Rothenbach, William R.
Employee Career Goals: The Key to Career Development Apr/74
Rowland, Alan D.
Combining Quality Control Circles and Work Simplification Jan/90
Rubin, Irwin M.
Power Failure in Organizations, The Jan/34
Rubinstein, Saul
QWL, the Union, the Specialist and Employment Security Mar/81
Russell, Mary
Career Planning in a Blue Collar Company Jan/87

Saner-Yui, Lichia
Confusius Say Social Harmony More Important Than Performance Oct/28
Saner-Yui, Raymond
Confucius Say Social Harmony More Important Than Performance Oct/28
Sargent, Alice G.
One Minute Manager is an Androgynous Manager, The May/82
Scherer, John J.
How People Learn: Assumptions for Design Jan/64
What Do We Need to Know About a Group Before Designing Training for it? Sept/16
Schleger, Peter R.
Accentuate the Positive, Eliminate the Negative Apr/96
Guide For People Who Use Your Video Program, A Dec/32
What, Me Produce Video? Oct/40

Shullman, Sandra L.
Myths and Realities of Women in Organizations, The Apr/65
Silverman, Murray
Thawing Out Your Management Culture Feb/22
Smith, 3rd, Robert L.
OD Can Be a Discipline Jan/102
Smith, Terry L.
Charting a Path Through the Board Room June/34
Spice, Martha B.
Are Your Trainees Willing? May/30
Sprague, Richard L.
High Cost of Personal Transitions, The Oct/61
Stark, Charles
How Are Bank Trainers Creating Sales Cultures? Nov/20
Steele, Judith H.
Feet-on-the-Floor Guidelines for Using Technonoly in Training ... Sept/22
Steeves, Jr., William D.
Competencies That Count, The Oct/24
Stewart, Stacy C.
Who Forgot the Leader's Guide? Feb/73
Stone, Barbara N.
Looking Back at a Training Design That Failed Jan/63
Strauch, Ralph
Training the Whole Person Nov/82
Stump, Robert W.
Mining the Future Nov/66
Summers, Lynn S.
Out of the Ivory Tower: A Demand-Side Look at the Future of Management Development Jan/97
Sussman, Lyle
Grounding Executives' Future Shock June/24
Svanberg, Kenneth
Management Development & Culture: Sweden Oct/35
Swing, Nancy
Training in Someone Else's Back Yard Oct/22

Thomas, Cindi
Payoffs and Pitfalls of Video-based Training, The Dec/28
Thomas, Willard
Payoffs and Pitfalls of Video-based Training, The ..... Dec/
Tjosvold, Dean
Dynamics of Positive Power, The June/72
Trapnell, Gail
Putting the Evaluation Puzzle Together May/90
Tregoe, Benjamin B.
Needed: A Strategy for Human Resource Development May/78
Tyson, Lynne A.
Flexing the Muscles of Technical Leadership Sept/48

Van Zwieten, John
Managers and Microcomputers: Getting the Right Mix July/30
Training on the Rocks Jan/26
Vicere, Albert A.
B.E.O.C. (Big Executives on Campus) June/28
Vogt, Eric
How Do Senior HRD Professionals Become Computer Literate? May/18

Walsh, Mike
What Kind of Management Development Improves Productivity Jan/17
Walters, Roy W.
What is Training's Role in Designing Computerized Work Systems Mar/18
Ward, Terence
Management Development & Culture: Arabia Oct/33
Webb, Kathy
What's Different About Training Volunteers? July/18
Weber, David E.
Eye to the East: Training in Japan, An Oct/32
Wigglesworth, David C.
HRD: The Heart of Third World Economic Development Oct/36
Wilson, Marlene
New Frontier: Volunteer Management Training July/50
Wolfe, Linda D.
Minding the Business of Consulting June/45

Younglove, Bob
To Lead or Slide: The Transition from Internal to External Consultant May/40

Zimmerman, John W.
Needed: A Strategy for Human Resource Development May/78
Zorn, Theodore E.
Roadmap For Managers as Developers, A July/71

Title Index

1983 ASTD Annual Report, The May/129
Accentuate the Positive, Eliminate the Negative Apr/96
Schleger, Peter R.
Adamic Act, The June/4
Galagan, Patricia
Adult Learning and Organizations . Dec/64
Dailey, Nancy
All These Women Nov/4
Galagan, Patricia
Are Your Trainees Willing? May/30
Kopperl, Susan
Spice, Martha B.
Ascendance of HRD in the Information Age, The Feb/50
Carkhuff, Robert R.
Attribution Theory and Management Education Nov/95
Freedman, Stuart C.

Back to Behavior Modeling Nov/88
Rosenbaum, Bernard L.
Back to the Campus: Career Development in an Academic Setting Aug/54
Kahnweiler, Jennifer B.
Balancing Act of Mediation Training, The July/54
Adler, Peters
B.E.O.C. (Big Executives on Campus) June/28
Graham, Kenneth R.
Vicere, Albert A.
Beyond User Friendly Dec/37
Boyd, Warren A.
Eldridge, John R.
Brainstorming Updated Feb/84
Grossman, Stephen R.
Bring Your Computer Training Manuals Down to Earth Sept/54
Baxter, Patricia
Building a Reputation for Training Effectiveness May/50
Bell, Chip

Can Water Flow Uphill? May/118
Frank, Allen D.
Career Counseling in a Large Organization Aug/57
Raskin-Young, Karen
Career Development: 1984 ..... Apr/51
Hanson, Marlys C.
Career Planning for High-Potential Upper Level Managers Apr/81
Cully, Fred R.
Otte, Fred L.
Career Planning in a Blue Collar Company Jan/87
Russell, Mary
Change Masters, The Apr/39
Kanter, Rosabeth Moss, interview with
Chartering a Path Through the Board Room June/34
Smith, Terry L.

(Continued on page 105)

Color Me Training Mar/42
Lean, Elizabeth
Combining Quality Control Circles and Work Simplification.....Jan/90
Rowland, Alan D.
Competencies That Count, The Oct/24
Steeves, Jr., William D.
Competency-Based Evaluation Nov/92
Moore, Elizabeth Randall
Competitive Benchmarking: A New Concept for Training Feb/70
Guilmette, Harris
Reinhart, Carlene
Compleat Entrepreneur, The.....june/43
Hoffman, Nan
Computer-Based Industrial Training Nov/28
Gilott, Thomas A.
Confucius Say Social Harmony More Important Than Performance Oct/28
Saner-Yui, Lichia
Saner-Yui, Raymond
Congress Needs a Piece of Your Mind June/50
Hickingbottom-Brown, Barbara
Consultraining: Merging Management Education with Organization Development Jan/52
Hornstein, Harvey A.
Mackenzie, Fred T.
Coping with a new CEO: Tips for the Training Director Apr/44
Bove, Robert
Cross-Cultural Training Today Oct/23
Copeland, Lennie
C Zone: Peak Performance Under Pressure, The.....Nov/79
Kriegel, Marilyn Harris
Kriegel, Robert

Demotions and Career Growth....Apr/62
Hall, Dounglas T.
Isabella, Lynn
Deplore Apr/4
Galagan, Patricia
Design is What Counts in Computer-Based Training.....July/40
Lyday, Nancy L.
Mahoney, Francis X.
Designing a Dual-Career Marriage Seminar Oct/87
Long, Richard P.
Long, Kathleen
Developmental Fluff.....Dec/4
Galagan, Patricia
Diagnose Your HRD Problems Away Aug/50
Finlay, Joel S.
Distinguished Leadership for a Vital Profession: ASTD's New Governance.....May/146
Aug/66
Don't Learn to Parachute in a Cognitive Mode Mar/54
Jones, Kenneth H.
DP and HRD: Shake Hands and Come Out Training July/38
Hall-Sheehy, James
Dynamics of Positive Power, The.....June/72
Tjosvold, Dean

Effective Speaking: A Basic Takes the Limelight.....May/102
Muller, David G.
Employee Career Goals: The Key to Career Development.....Apr/74
Rothenbach, William R.
Empowering Nonprofessional Employees Apr/76
Griffin, Jean Thomas
Nickerson, Stephanie
Evaluation: The Bottom Line Is Closer Than You Think Aug/32
Baer, Donald M.
Kelley, Ann I.
Orgel, Robert F.
Expediency as Benefactor: How Team Building Saves Time and Gets the Job Done Feb/26
Newman, Betsy
Eye to the East: Training in Japan, An.....Oct/32
Weber, David E.

Fallible Future, The.....Jan/4
Gallagan, Patricia
Feet-on-the-Floor Guidelines for Using Technology in Training Sept/22
Steele, Judith H.
Fitting the Media Key to Instruction.....Dec/
Davies, Ivor K.
Flexing the Muscles of Technical Leadership Sept/48
Tyson, Lynne A.
Birnbrauer, Herman
Fly the Safe Skies-and Thank Training Sept/24
Condon, Mary
Four Competencies of Leadership, The Aug/14
Bennis, Warren
Free to Change.....Mar/32
Bramlette, Jr., Carl A.

Getting to Work.....Sept/71
Hoyt, Kenneth B.
Giving Documentation Its Due Aug/64
Cooke, Adele
Grounding Executives' Future Shock June/24
Sussman, Lyle
Guide For People Who Use Your Video Program, A.....Dec/32
Schleger, Peter R.

Hands On, mind On May/4
Galagan, Patricia
High Cost of Personal Transitions, The Oct/61
Sprague, Richard L.
Hooking Management on Career Development Dec/76
Bardsley, Carolyn A.
Hostile Audience. Proceed with Caution!.....Feb/78
Katz, Toby
How and Why (and Why Not) We Use Computer-Based Training Jan/21
Hillelsohn, Michael J.
Kearsley, Greg
How Are Bank Trainers Creating Sales Cultures? Nov/16
Corcoran, Kevin J.
Dunston, Catherine
Hallstein, Richard W.
Stark, Charles
How Do Senior HRD Professional's Become Computer Literate? May/18
Buckner, Marilyn
McInerny, Diane
Medlin, Steven
Vogt, Eric
How Master Trainers Get That Way May/73
Belcher, Forrest
Laird, Dugan
How People Learn: Assumptions for Design Jan/64
Scherer, John J.
How to Attend a Professional Conference Like a Professional Apr/86
Reynolds, Angus S.
How to Prepare for a Performance Appraisal Interview Feb/66
King, Patricia
How to Think About CBT Dec/42
Hillelsohn, Michael J.
How to Use Films in Training May/108
Faris, John P.
How Useful Are Case Studies? Feb/75
Armistead, Colin
Howdy, Partner Nov/74
Galagan, Patricia
HRD Takes Its Place in the Executive Suite Sept/81
Cox, Allan
HRD: The Heart of Third World Economic Development Oct/36
Johnston, William P.
Wigglesworth, David C.

Imagine That May/26
Meier, David
Impact of Artificial Intelligence on Training, The Dec/46
Gladwin, Lee A.

Improve Your OD Project's Chances for Success Sept/62
Burke, W. Warner
Clark, Lawrence P.
Koopman, Cheryl
Increasing Your Artificial Intelligence Quotient Jan/68
Hickingbottom-Brown, Barbara
Industrial Operator Training: Harvesting Content Sept/60
Conger, George W.
Inner Professional Development May/24
Gentilman, Ruth
Ins and Outs of Displacement, The Feb/60
Condon, Mary
Inside Story Oct/26
Roberts, Don
International Scene, The Oct/20
Nadler, Leonard
Keep Your Eye on the Sales Training Manager July/65
Finn, William T.

Looking Back at a Training Design That Failed Jan/63
Stone, Barbara N.
Management Development & Culture: Arabia Oct/33
Ward, Terrance
Management Development & Culture: Sweden Oct/35
Svanberg, Kenneth
Management Training: Managers Can Do It All-Or Almost All May/87
Christensen, Donna R.
Kinlaw, Dennis C.
Managers and Microcomputers: Getting the Right Mix July/30
Van Zwieten, John
Managing Conflict: An Analytical Tool Feb/34
Caffarella, Rosemary S.
Many faces of the OD Professional, The Feb/14
McDermott, Lynda C.
Maximize the Return on Your Training Investment Through Needs Analysis Aug/42
Del Gaizo, Edward
Georgenson, Dave
Meeting Needs and Expectations in Training Transportation Managers Jan/83
Rosenbaum, Patricia L.
Minding the Business of Consulting June/45
Wolfe, Linda D.
Mining the Future Nov/66
Hutcheson, Peggy
Stump, Robert W.
More Perfect Eyes Sept/4
Galagan, Patricia
Myths and Realities of Women in Organizations, The Apr/65
Fitzgerald, Louise F.
Shullman, Sandra L.

Needed: A Strategy for Human Resource Development May/78
Trego, Benjamin B.
Zimmerman, John W.
New Frontier: Volunteer Management Training, The July/50
Wilson, Marlene
Nine Questions to Answer Before Making an HRD Career Move .. May/70
Brinkerhoff, David W.
No Scriptwriting Dec/48
Jacobs, Andrew S.
No Sweat Training Oct/4
Galagan, Patricia

OD Can Be a Discipline Jan/102
Smith, 3rd, Robert L.
Office Automation: The Human Side Mar/22
Garen, Margo E
On A Wing and a Prayer: A Photo Essay Nov/52
Bove, Robert
One Minute Manager is an Androgynous Manager, The May/82
Blanchard, Kenneth H.
Sargent, Alice G.
Operational Approach to Needs Analysis, An Dec/80
Bucalo, John P.
Out of the Ivory Tower: A Demand-Side Look at the Future of Management Development Jan/97
Summers, Lynn S.
Overcoming the Illiteracy Barrier Mar/76
Park, Rosemarie J.

Payoffs and Pitfalls of Video-based Training, The ..... Dec/
Thomas, Cindi
Thomas, Willard
Picture of Health in the Work Place, The Aug/24
Rosen, Robert H.
Politics of Organization Development, The Aug/20
Margulies, Newton
Raia, Anthony P.
Postheroic Leader, The Jan/40
Bradford, David L.
Cohen, Allan R.
Power Failure in Organizations, The Jan/34
Berlew, David E.
Rubin, Irwin M.
Power Seen From Afar, A Feb/4
Galagan, Patricia
Prescription for Computer-Based Training, A. Nov/28
Govaerts, Kenneth C.
Preview of the 1984 ASTD National Exposition, A Apr/92
Principles and Design for Enhancing Learning Dec/60
Blake, Robert R.
Mouton, Jane Srygley

Problems Need Solutions, Not Programs Oct/52
Macher, Ken
Professionals Are Important, Career-Minded People Too! Dec/72
McEnerny, Jean M.
McEnerny, John J.
Proof that Supervisory Training Works! Mar/30
Del Gaizo, Edward
Proving Our Worth: The Training Value Model Oct/81
Bennett, Barbara
Griswold, David F.
Putting the Evaluation Puzzle Together May/90
Trapnell, Gail

QWL, The Union, the Specialist and Employment Security Mar/81
Rubinstein, Saul

Reach Out and Train Someone ..... July 27
Bove, Robert
Real Leaders Revisited Mar/4
Galagan, Patricia
Reasonable Performance Appraisals Jan/79
Kelly, Charles M.
Releasing Problem Solving Energies May/94
Grossman, Stephen R.
Roadmap For Managers as Developers, A July/71
Zorn, Theodore E.

Science of Developing Technical Training, The Sept/34
Holden, Stanley J.
Selecting a University-Based Executive Education Program June/31
Dowling, Kenneth J.
Self-Destructive HRD Dec/53
Forrest, David
Shift to HRD-Driven Economic Growth, The Oct/77
Carkhuff, Robert R.
Small Business's Big Transition Needs June/36
Kelly, Leslie
Solve Business Writing Problems-One, Two, Three May/100
Cherry, Charles L.
Murphy, George D.
Sphinx's Riddle: Life and Career Cycles, The Apr/52
Burack, Elmer H.
Staying Alive: Jack Grayson on the American Productivity Crisis Jan/58
Galagan, Patricia
Strategic Human Resource Management: Implications for Training Human Resource Professionals Jan/76
Baird, Lloyd
Meshoulam, Ilan

Synergism of OD and Supervisory Development, The Mar/26
Alpander, Guvenc G.

Teletraining Applied July/27
Kung, Edward Y.
Rado, Russell N.
Thawing Out Your Management Culture Feb/22
Albert, Michael
Silverman, Murray
Time Out For Stress Management Training June/64
Kindler, Herbert S.
To Leap or Slide: The Transition from Internal to External Consultant May/40
Robinson, Dana Gaines
Younglove, Bob
To Market, To Market June/61
Hays, Richard D.
To Measure a Vacuum....June/68
McCullough, John M.
Trainability Diagnosis: A Humanistic Approach to Selection Dec/89
Casey, John J.
Trainer in the Machine, The July/4
Galagan, Patricia
Trainers, Take Your Own Advice Sept/42
Cummings, David L.
Training and Technical Manuals Can Be One-And the Same Jan/74
Caple, Derek
Casey, Herbert B.
Klema, Carolyn
Training for Changes: Guidelines for the New Practitioner Oct/73
Jones, Jr., Edward E.
Training in Someone Else's Back Yard Oct/22
Swing, Nancy
Training on the Rocks Jan/26
Van Zwieten, John
Training Starts with an All-Star Team Aug/60
Houser, Henry F.
Training the Whole Person Nov/82
Strauch, Ralph
Turning Career Development Lip Service Into Action Apr/78
Kleiman, Marcia P.
Two Ways to Evaluate Your Performance Appraisal System ...Aug/38
Kirkpatrick, Donald L.

Uncle Sam Wants to Help You Train! June/56
Packer, Arnold
Uneasy Look at Behavior Modeling Mar/57
Parry, Scott B.
Reich, Leah R.
Using Simulations to Improve Selection Decisions Dec/85
Cohen, Stephen L.
Gump, Frank H.

Values: The Cornerstone of QWL Oct/65
Hartenstein, Annette
Huddleston, Kenneth F.
Visual Magic July/42
Bove, Robert
Vital Work Place: Small Group Activities in Japan, The Oct/31
Amaya, Tadashi

Wanted: Professional Management Training Needs Analysis Oct/68
Mitchell, Jr., William S.
We've Got to Start Meeting Like This-A Photo Essay Apr/18
What Do We Need to Know About a Group Before Designing Training For It? Sept/16
Bellman, Geoffrey M.
McLagan, Patricia A.
Parry, Scott B.
Scherer, John J.
What is Training's Role in Designing Computerized Work Systems? ...Mar/18
Durkee, Richard L.
Martin, Jody
Norman, Gail C.
Walters, Roy W.
What Kind of Management Development Improves Productivity? Jan/17
Eckelman, Georgia
Groff, David A.
Mitchell, Jr., William S.
Walsh, Mike
What Makes the Human Resource Function Successful? Feb/40
Desatnick, Robert L.
What, Me Produce Video? Oct/40
Schleger, Peter R.
What's Different About Training Volunteers? July/20
Broomfield, Terry K.
Church, Linda
Orr, Jeff
Webb, Kathy
What You See is What You Get May/34
Robinson, Ann Durrum
When Leaders Develop Themselves June/18
Anderson, James G.
When to Use Cognitive Modeling Mar/67
Evans, Kay
Harmon, Paul
When Training is the Law Oct/29
Burns, Sandra K.
Where Learning Happens Apr/32
Finkel, Coleman
White-Collar Quality Circles and Productivity Oct/92
Richards, Bob
Who Forgot the Leader's Guide? Feb/73
Stewart, Stacy C.
Whose Career Is It, Anyway? May/112
Farren, Caela
Jones, Pam
Kaye, Beverly
Leibowitz, Zandy
Remick, Kathryn
Wilderness Lab, The May/58
Long, Janet W.
Will Your Workers Sing the Company Song? July/68
Hall, James L.
Leidecker, Joel K.
Posner, Barry Z.
Work and Its Discontents Aug/4
Galagan, Patricia
Working Hard to Make QWL Look Easy June/59
Leventhal, Robert B.
Working with Resistance Mar/69
Karp, H.B.
Writing More But Enjoying It Less Nov/48
Booher, Dianna

Subject Index

CAREER DEVELOPMENT

Back to the Campus: Career Development in an Academic Setting Aug/54
Career Counseling in a Large Organization Aug/57
Career Development: 1984 ....Apr/51
Career Planning for High-Potential Upper Level Managers Apr/81
Career Planning in a Blue Collar Company June/87
Demotions and Career Growth Apr/62
Empowering Nonprofessional Employees Apr/76
Employee Career Goals: The Key to Career Development Apr/74
Hooking Management on Career Development .... Dec/
Ins and Outs of Displacement, The Feb/60
Myths and Realities of Women in Organizations, The Apr/65
Professionals Are Important, Career-Minded People, Too! Dec/72
Sphinx's Riddle: Life and Career Cycles, The Apr/52
Turning Career Development Lip Service Into Action Apr/78
Whose Career Is It, Anyway? ...May/112

COGNITIVE SCIENCES

Adult Learning and Organizations . Dec/
Back to Behavior Modeling Nov/88
C Zone: Peak Performance Under Pressure, The Nov/79
Don't Learn to Parachute in a Cognitive Mode Mar/54
Hands On, Mind On ....May/ 4
How People Learn: Assumptions for Design Jan/64
Increasing Your Artificial Intelligence Quota Jan/68
Training the Whole Person Nov/82
Uneasy Look at Behavior Modeling, An Mar/57
When to Use Cognitive Modeling .Mar/67

COMMUNICATION

Accentuate the Positive, Eliminate the Negative Apr/96
Brainstorming Updated Feb/84
Can Water Flow Uphill? May/118
Fitting the Media Key to Instruction Dec/22
Hostile Audience. Proceed with Caution! Feb/78
Managing Conflict: An Analytical Tool Feb/34
Releasing Problem Solving Energies May/94
Working with Resistance Mar/69
Performance Appraisals
How to Prepare for a Performance Appraisal Feb/66
Reasonable Performance Appraisals . Jan/79
Two Ways to Evaluate Your Performance Appraisal Aug/38
Evaluation
Attribution-Theory and Management Education Nov/95
Competency-Based Evaluation Nov/92
Oral
Effective Speaking: A Basic Takes the Limelight May/102
Video/Film
How to Use Films in Training . . . May/108
What, Me Produce Video? Oct/40
Written
No Scriptwriting Dec/48
Solve Business Writing Problems—One, Two, Three May/100
Writing More, But Enjoying It Less? Nov/48

EXECUTIVE DEVELOPMENT

B.E.O.C. (Big Executives on Campus) June/28
Charting a Path Through the Board Room June/34
Flexing the Muscles of Technical Leadership Sept/48
Four Competencies of Leadership . Aug/14
Grounding Executives' Future Shock June/18
High Cost of Personal Transitions, The Oct/61
HRD Takes Its Place in the Executive Suite Sept/81
Real Leaders Revisited . . . . . Mar/ 4
Selecting a University-Based Executive Education Program June/31
When Leaders Develop Themselves June/18

HRD AND THE FEDERAL GOVERNMENT

Congress Needs a Piece of Your Mind June/50
Howdy, Partner Nov/74
Uncle Sam Wants to Help You Train! June/50

INTERNATIONAL HRD

Competencies That Count, The . . . Oct/24
Confucius Say Social Harmony More Important Than Performance Oct/28
Cross-Cultural Training Today Oct/23
Eye to the East: Training in Japan, An Oct/32
HRD: The Heart of the Third World Economic Development Oct/36
Inside Story Oct/26
International Science, The Oct/20
Management Development and Culture: Arabia Oct/33
Management Development and Culture: Sweden Oct/35
No Sweat Training . . . . . Oct/ 4
Training in Someone Else's Backyard Oct/22
Vital Work Place: Small Group Activities in Japan, The Oct/31
When Training Is the Law Oct/29

MANAGEMENT DEVELOPMENT

Consultraining: Merging Management Education with Organization Development Jan/52
Management Training: Managers Can Do It All—Or Almost All May/87
One Minute Manager Is an Androgynous Manager, The May/82
Out of the Ivory Tower: A Demand-Side Look at the Future of Management Development Jan/97
Postheroic Leader, The Jan/40
Power Failure in Organizations, The Jan/34
Problems Need Solutions, Not Programs Oct/52
Roadmap For Managers as Developers, A July/71
Training on the Rocks Jan/26
Wanted: Professional Management Training Needs Analysis Oct/68
What Kind of Management Development Improves Productivity? Jan/17

ORGANIZATION DEVELOPMENT

Adult Learning and Organizations Dec/64
Combining Quality Control Circles and Work Simplification Jan/90
Consultraining: Merging Management Education With Organization Development Jan/52
Dynamics of Positive Power, The . June/72
Expediency as Benefactor: How Team Building Saves Time and Gets the Job Done Feb/26
Improve Your OD Project's Chances for Success Sept/62
Managing Conflict: An Analytical Tool Feb/34
Many Faces of the OD Professional, The Feb/14
OD Can Be a Discipline Jan/102
Politics of Organization Development, The Aug/20
Staying Alive: Jack Grayson on the American Productivity Crisis Jan/58
Synergism of OD and Supervisory Development, The Mar/26
Thawing Out Your Management Culture Feb/22

PROFESSIONAL DEVELOPMENT

Ascendance of HRD in the Information Age, The Feb/50
Building a Reputation for Training Effectiveness May/50
Change Masters, The Apr/39
Coping with a New CEO: Tips for the Training Director Apr/44
Diagnose Your HRD Problems Away Aug/50
Fallible Future, The . . . . . Jan/ 4
How Do Senior HRD Professionals Become Computer Literate? May/18
How Master Trainers Get That Way May/73
How to Attend a Professional Conference Like a Professional Apr/86
Inner Professional Development . . May/24
Mining the Future Nov/66
More Perfect Eyes . . . . . Sept/ 4
Needed, A Strategy for Human Resource Development May/78
Nine Questions to Answer Before Making an HRD Career Move May/70
On a Wing and a Prayer, Photo Essay Nov/52
Problems Need Solutions, Not Programs Oct/50
Proving Our Worth: The Training Value Model Oct/81
Self-Destructive HRD Dec/53
Shift to HRD-Driven Economic Growth, The Oct/77
Strategic Human Resource Management: Implications for Training Human Resource Professionals Jan/76
To Leap or Slide: The Transition from Internal to External Consultant . . May/40
To Market, To Market June/61
Training Starts with An All-Star Team Aug/60
Trainers, Take Your Own Advice . Sept/42
What Makes the Human Resource Function Successful? Feb/40
What You See is What You Get . . May/34
Wilderness Lab, The May/58

QUALITY OF WORK LIFE

Color Me Training Mar/42
Designing a Dual-Career Marriage Seminar Oct/87
Getting to Work Sept/71
Office Automation: The Human Side Mar/84
Overcoming the Illiteracy Barrier . . Mar/76
Picture of Health in the Work Place, The Aug/24
QWL, the Union, the Specialist and Employment Security Mar/81
Time Out for Stress Management Training June/64
Values: The Cornerstone of QWL . Oct/65
White-Collar Quality Circles and Productivity Oct/92
Will Your Workers Sing the Company Song? July/68
Work and Its Discontents . . . . . Aug/ 4
Working Hard to Make QWL Look Easy June/59

SMALL BUSINESS

Compleat Entrepreneur, The June/43

Minding the Business of Consulting June/45
Small Business's Big Training Needs June/36

SOCIETY AFFAIRS

Adamic Act, The . . . . . June/ 4
Distinguished Leadership for a Vital Profession: ASTD's New Governance . May/146 . . . . . Aug/66
1983 ASTD Annual Report, The May/129
Power Seen From Afar, A . . . . . Feb/ 4
Preview of the 1984 ASTD National Exposition, A Apr/92

SUPERVISORY DEVELOPMENT

Free to Change Mar/32
Proof that Supervisory Training Works! Mar/30
Synergism of OD and Supervisory Development, The Mar/26

TECHNOLOGY AND HRD

Feet-on-the-Floor Guidelines for Using Technology in Training Sept/22
Trainer in the Machine, The . . . . . July/ 4
Computers
Beyond User Friendly Dec/37
Bring Your Computer Training Down to Earth Sept/54
Computer-Based Industrial Training Nov/28
Deplore . . . . . Apr/ 4
Design Is What Counts in Computer-Based Training July/40
DP and HRD Shake Hands and Come Out Training July/38
How and Why (and Why Not) We Use Computer-Based Training Jan/21
How Do Senior HRD Professionals Become Computer Literate? May/18
How to Think About CBT Dec/42
Impact of Artificial Intelligence on Training, The Dec/46
Increasing Your Artificial Intelligence Quota Jan/68
Managers and Microcomputers: Getting the Right Mix July/30
Visual Magic July/42
What is Training's Role in Designing Computerized Work Systems? Mar/18
TeleTraining
Reach Out and Train Someone . . . July/26
Teletraining Applied July/27
Video
Guide for People Who Use Your Video Program, A Dec/32
Payoffs and Pitfalls of Video-Based Training, The Dec/28

TRAINING

Are Your Trainees Willing? May/30
Competitive Benchmarking: A New Concept for Training Feb/70
Giving Documentation Its Due . . . Aug/64
Imagine That May/26
Design
How People Learn: Assumptions for Design Jan/64
How Useful Are Case Studies? Feb/75
Principles and Design for Enhancing Learning Dec/60
Who Forgot the Leader's Guide? . . Feb/73
Evaluating Training
Evaluation: The Bottom Line Is Closer Than You Think Aug/32
Looking Back at a Training Design That Failed Jan/63
Putting the Evaluation Puzzle Together May/90
Facilities
We've Got to Start Meeting Like This, Photo Essay Apr/18
Where Learning Happens Apr/32
Needs
Maximizing the Return on Your Training Investment Through Needs Analysis Aug/42
Meeting Needs and Expectations in Training Transportation Managers Jan/83
Operational Approach to Needs Analysis, An Dec/80
Overcoming the Illiteracy Barrier Mar/76
Trainability Diagnosis: A Humanistic Approach to Selection Dec/89
Training for Changes: Guidelines for the New Practitioner Oct/73
Using Simulations to Improve Selection Decisions Dec/85
What Do We Need to Know About a Group Before Designing for It? . . Sept/16
What Makes the Human Resource Function Successful? Feb/40
Sales
How Are Bank Trainers Creating Sales Culture? Nov/16
How to Put Your Sale in Someone Else's Hands and Still Succeed Nov/40
Keep Your Eye on the Sales Training Manager July/65
NLP Techniques for Salespeople . . Nov/44
Professional Sales Training System, The Nov/35
Technical
Bring Your Computer Training Down to Earth Sept/54
Flexing the Muscles of Technical Leadership Sept/48
Fly the Safe Skies—and Thank Training Sept/24
Industrial Operator Training: Harvesting Content Sept/60
Science of Developing Technical Training, The Sept/34
Training and Technical Manuals Can Be One and the Same Jan/74
Volunteers
Balancing Act of Mediation Training, The July/54
New Frontier: Volunteer Management Training, The July/50
What's Different About Training Volunteers? July/20